

# Rational Emotive Decision Making

Aman Varma



## **Rational Emotive Decision Making**

*How to know when to follow your heart and when your mind.*

By Aman Varma (Psychologist)

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I've had several mentors throughout my life. Some came for a short duration some for long. Some came in person and some through books & media. Some gave me wisdom and some direction. I am a product of their guidance and personal effort in self study, reflection & practice of timeless wisdom. All my works are heavily influenced by mix of all that I've ever learnt, understood & practiced. I thank all my mentors who sculpted me into being who I am today. Above all, my ultimate mentor, that power behind everything, whom I can see, hear & feel, who talks to me through intuition, that intelligence, the true care taker, who's always with me, I thank him. It is all possible only because of his grace. He is the protector, provider and teacher. I'm an imperfect instrument in his hands, I just try my best to give as much as I can, because he's given me more than I could imagine.

Some mentors who heavily influenced my life (not limited to):

Osho

Other Teachers from whom I've learnt tremendously:

Alex Hormozi - business

Wallace D Wattles - success

Jim Rohn - goal setting

Jason Capital - social skills

Brendon Burchard - positive mindset

Rahul Kaushik - influences beyond human psyche

Sukumar Gaur Das - art of reading

Robert Greene -

Om Swami

Swami Sarvapriyananda

Top books which heavily influenced me:

Ashtavakra Samhita

Bhagavad Gita

Zen Teachings of Bodhidharma

The Science of Getting Rich

\$100M offers & leads

My other favourite books:

The millionaire booklet Grant Cardone

Deep Work Cal Newport

Compound Effect Darren Hardy

Atomic Habit James Clear

The richest man in babylon

Think & Grow Rich Napoleon Hill

Rich dad poor dad

Other works that influenced me

Dhammapad & other buddhist texts  
Tao te Ching audio discourse by Osho  
Miscellaneous hindu philosophical texts

100s of books I've read and have forgotten but still they remain in subconscious in some form. Countless people who solved some of my problems. Family who supported me which I was dependent. I give all my thanks to them.

[Aman Varma](#)



## Introduction

Do you agree that if you would have taken wise decisions in your past, you would be living a completely different and better life right now?

Can you recollect how much loss, heartache and pain you have suffered because of wrong decisions?

Do you wish to have the super power of making excellent wise decisions?

Have you suffered strong loss of things or people that were very close to your heart only because of your mistakes?

Can you remember painful situations and regrets that you experienced after making wrong decisions?

If the answers to above questions is YES, this guide is FOR YOU.

We all make mistakes and regret afterwards. That's how we work, that's human nature. We learn from mistakes and this fact is nothing new.

I too made a lot of mistakes in my life and later regretted it like everybody else. I have learned a lot from my past mistakes. I have made a lot of mistakes, but I think one of the root cause to all these mistakes was my ignorance. Ignorance to choose heart over brain and vice-versa. I took decisions from my heart when I had better taken them using my brains. I took decisions from my mind where I had better taken them from my heart. I am sure you too have gone through the same. If you see the contrast here, I suffered and invited unnecessary problem into my life just because of my inability to decide if I should act from my heart or mind.

I bet, if you look back at all those tough moments in your life, you'll find that you were in strong ambivalence. There was a raging war between your heart and your

mind. You were not able to decide whether to follow your heart or your mind. This happens to us all the time for even petty things like choosing food, your mind says "eat that burger" and your heart says "no, it's junk, not good for health"!

Every day we face uncertainties and challenges that require us to make wise decisions. We make wise decisions when we make the correct choice of choosing one of the intelligence out of two - which is heart (emotional) or mind (logical). We are in constant war with ourselves because we cannot master this art of choosing the right intelligence at right time.

You might know your heart is your second mind. That is why I refer to this phenomenon as choosing between "two intelligences".

Recollect a recent situation in your life where you were indecisive just because your heart said one thing and your mind the opposite. You were confused and unable to decide what to choose over which. That's a very uncomfortable state to be in. That's a struggle that we are engaged in endlessly throughout our life.

Don't you want a clear guideline that can tell you whether you should choose your heart over your mind or the other way around in a given situation?

I am sure you do want it.

Our life would feel a lot less hectic than what it is today only if somebody had taught us when to act with our heart and when from our mind.

As you are tired of this conflict between your heart and mind, I have realized a strong "concrete law" that can help you to wisely choose between the two effortlessly in any given scenario. The benefit of this would be:

1. You'll make wiser decisions because of extreme clarity
2. You'll be more certain and in control of your actions, emotions and mental states.
3. You'll create less stress.
4. You'll be able to regulate and take charge of the circumstance of your life according to your wish.
5. You'll be more successful, stable, calm and reliable.
6. People will look up to you for your perspectives, advices and personality.
7. You'll have total power and control over various uncertainties in your life.
8. You'll always be satisfied with the actions and the decisions that you take irrespective of the "mode of decision" i.e. heart or mind.
9. You won't have any regrets, guilt, resentment or shame for the decisions you take as you will be justified with self.
10. Your level of self-acceptance will skyrocket.
11. You will create a path of least resistance for yourself which will open you up to abundance of the universe.

And the list goes on...

I have seen people go in depression just because they chose the irrelevant intelligence in everyday challenges. They act according to what their heart says and then it backfires on them because they should have rather used their logic in that situation.

Should you be taking a decision from your heart or your mind when it comes to your business?

Or relationships?

Or desires and goals?

Or health?

Or socializing?

Or personal growth?

Or friendships?

Or family conflicts?

What if you take a decision from your heart and later people take you for granted?

What if you take decisions from your mind come off as cold, arrogant and apathetic?

Your inability to take decisions from right intelligence costs tremendous amount of emotional labour. In addition to that it can damage your character and self-esteem in society. People may start taking advantage of you if you keep choosing your heart over mind. Or it can go the other way around, if you take decisions from your mind when it should have rather been taken from your heart, people will form falls judgments about your character. It will damage your social image, networks, relationships, etc. because nobody wants to be associated with an ice-bold human-less person.

Too much kindness and emotions are as harmful as too much smartness and logic. In such situations it is not about the intensity but rather the correct choice. People never see how many times you come off as cold-hearted but rather in what situations so you come off as cold hearted.

I have seen and read about many wisest people who struggled when it came to choosing between what heart feels and what mind thinks?

I was watching a movie lately which was about an emperor who was known to be a very wise king in Indian history. There came a situation in his life where he had to choose between his family and his cult. If he chose his family (decision based from heart/feelings), he would lose all his respect and identity of a great emperor. In addition to that he would be called a coward, a traitor who was lusty for the power and selfish gains because at the end he never worked for

the kingdom but rather he worked all his life to accumulate wealth and riches for his family. If he chose his cult (decision from mind/logic), he would lose his family and be perceived as

cold hearted, emotionless, arrogant, bull-headed, egoistic and disrespecting person by his family.

What should he do? Should he be there for his cult or family?

At one end he would lose respect from his kingdom whereas on the other hand he'd lose love from his family.

He was grinding between what his heart felt and what his mind thought. There was a raging war between his heart and mind causing him stress, anger and depression. The pressure was tremendous. Death was on both sides. Glory was on both sides as well.

What does he do?

What do you think should he do? Follow what he feels from heart? Or listen to his mind which is more logical?

That is a difficult decision to make.

We too may face such situations every day in your life which is no less than a world war. Our life runs on our emotions and logic, in addition to that these two are always fighting and trying to grab your attention. Haha! can you believe that? We got only 2 things (heart + Mind) and both of them are always fighting like kids! That's Sick!

Wouldn't it be so powerful if you got the right method or a law (which works unconditionally just like gravity) that tells you exactly when to choose heart over mind and the other way around correctly every time?

Well, this is what this short guide is all about.

It helps you choose correct intelligence i.e. heart (feelings) or mind (logic) in any situation profoundly that produce zero resentment and guilt later.

I will show you exactly when to follow your heart and when to use your mind. This law never fails just like any other law.

I don't know how I got this insight, but it comes to me on the weirdest times from the unconscious collective intelligence I guess. That's powerful, helpful, practical and valuable which is meant to be shared with this heart-warming world.

If you use this law you will always act wisely and make decisions that are soul satisfying and later does not produce guilt but rather excellent fruits.

This doesn't mean you won't make mistakes. It only makes sure that you don't have any subconscious guilt or shame when you make wrong decisions in your life. You will be



completely satisfied with the decisions you make because your heart or mind will be at peace as you will be able to choose the right intelligence to make the decision.

**My way of teaching is different than others.**

I provide in quality rather than quantity.

Wore wisdom in less time is what I shoot for.

I will not give you a volume of information so that you feel satisfied with the vomit of content. This is not a book, it is a guide and so I want you to finish reading it over coffee.

I will be precise, extremely clear and short so that YOU GET WHAT YOU NEED. I want you to TAKE ACTION ON WHAT YOU WILL LEARN NOW and create desired results in your life.

I want you to finish reading this guide in around 25 minutes max while waiting in a queue or something; so that you can start applying what you have learned today itself.

I will not comment on other books but all I can do is share my experience. I have read over 100s of books and I notice that all the books contain so much information in them that it becomes difficult for readers to apply that knowledge in their practical life. That's overwhelming!

Too much information will paralyze you from taking action. Taking action is the only thing that will produces results and be the return on investment for the amount you have spent on purchasing this psychological guide.

## **Chapter 1: Listen to your heart when it comes to anything limited to your Original Self.**

By your original self I mean everything that forms your self-image. Here is a small list of things that are originally yours:

1. Your Body
2. Your Mind
3. Your Values
4. Your Dreams
5. Your Passions
6. Your Desires
7. Your Goals
8. Your Life Purpose
9. Your Beliefs
10. Your Instincts
11. Your Plans
12. Your Morals
13. Your Integrity
14. Your Properties
15. Your legacy
16. Your Emotions
17. Your Thoughts
18. Your Ego
19. Your Habits
20. Your Behaviours
21. Your Personality
22. Your Skills & Abilities
23. Your Money

## 24. Your Assets

Everything limited to your physical & mental boundaries and your authentic acquisitions is originally yours.

Everything beyond your original self is not yours. Any relation with anything beyond your physical, mental and acquired boundaries is NOT yours. Your family does not include in “original you”. They are simply social connections that are mentally programmed and thus out of your physical, mental and acquired boundaries.

Everything that originates from your body and everything you accumulate using your body (and have 100% right to do anything with it) is originally yours. You have 100% rights to do anything with your body and with your acquired properties because you

own them. Nobody can object it because it is originally yours.

But you cannot do anything or force anything/anybody to align itself according to your wish because it is not originally yours. Example, you cannot force your wife to get a tattoo on her skin because you don't own her. But she can do whatever she wants with her body because it's her and not yours. People are only in an illusory committed relation with you and nothing else beyond it. Hence this does not mean you “own them” or they become your original self. It is a secondary connection, an extension of you and not a part of your original self.

When it comes to taking decision on anything that is your original self, take it from your heart. Period.

If you are struggling to choose a PERFECT CAREER for yourself, listen to your heart. It knows the best because it is in touch with who you truly are. Your heart is not contaminated by social conditioning, nor can it ever be.

You might have heard all the successful people say follow your heart.

Why do they say that? It's simple, because your heart has your best interest in hand. It is authentic and it's guaranteed to make you thrive. It knows only the truth that is instinctual and so it is the right intelligence to choose when it is a question of original self. Whereas on the other hand your logic is contaminated, programmed and deceptive, this will never work when it comes analysing and taking decisions for original self-matters.

Let me break down the things a little bit for you.

We all human beings are exactly the same as any wild animal when our ability to reason or logic is removed.

That means that anything that we have created using logic is to be addressed by logic only. Look around yourself for a minute and notice how many things are created by human logic. Religion, culture, networks,

and systems are all creations of logic and not heart.

Everything that is not “originally you” is created by logic or social conditioning. Human brain is deceptive in nature. In fact, all brains in this universe are deceptive which makes it easy for survival of species. So we can say that everything except your original self is deceptive and it brain washes you into believing and considering things that you may not usually look forward to. This contaminates our logic. Every output of mind is deceptive. Consider politics for example. I don’t think I need to explain that because a word “politics” alone triggers images in your mind of what I want to convey to you.

The only PURE thing that we are left with is our heart.

A lion doesn’t use logic because he doesn’t have one and nor does he need it because he has not built anything with his logic. Therefore, it is common sense to know that

the lion relies only on his heart to make all decisions and he doesn’t care “what other lions thinks about him” (Again, that’s social conditioning and an irrelevant point to attach to a lion).

Imagine this and replace yourself with this lion. How will you operate now? You have nothing more than your original self. You too will operate like a lion, from your heart.

Our heart has the best interest in ourselves and so it is always correct to take decisions backed by heart when it comes to original self. Our original self knows only survival and thriving.

A wild animal’s main concern is hunting, protection and reproduction which is their original self and so they make all their decisions from their heart.

Imagine yourself in a situation where you want to choose a career that you are passionate about. You think that you can be successful only through this profession. But your family, friends and colleagues are

telling you to do something else, maybe engineering. What do you do? Listen to them or listen to your heart? I know that this is the most common problem in the world right now. So what do you think you’ll take decision from? Heart or mind?

Think twice.

Remember it’s the question of your original self. You cannot force a lion to eat grass. It’s not designed for that, nor will the lion listen to you instead he will listen to his heart and start hunting instead.

So what do you do? Listen to them (which is logical analysis & contamination) or listen to your heart (which has your best interest in hand)?

If you caught it right, the answer should be your heart.

What does your heart say? Go with it.

Do you see my point here?

Career is something that is your original self (according to the list above) and the only way to make a wise decision in this situation is to listen to your heart. Feel what your heart is telling and take a decision based on that and I promise you that it won't be a mistake.

Any decision that you have to make in your life which is directly attached to your original self (all the things listed above) then listen to your heart. Make the decision based on what your heart feels, ignore others opinions, facts, logic and data. Follow your heart if it is about your original self.

When you are in a dangerous situation, where your physical body or mental health is at risk, listen to your heart. If a crazy man is threatening you, it's time to get tuned into your heart and act according to your heart.

Any animal which is not domesticated is in touch with its instincts. Take an eagle for example. When it comes to survival, it follows its heart. No act of an eagle can be labelled as good/bad or right/wrong because that act is instinctive. It is designed to act according to its instinct.

Similarly, nobody can label any action of yours as good or bad, right or wrong when you take the decisions from your heart in reference to your original self.

We have an old brain called "reptilian brain" that helps us survive, to protect ourselves from external threat that can be mental, emotional or physical.

Survival is something that is extremely personal and your original self. So follow your instincts/heart when it comes to anything that is your original. In today's world career, money, passions, dreams and desires are our survival and all these things are animalistic in nature. So who do you think will be appropriate to take decisions from? The heart or mind? Obviously heart! as it is concerned with survival.

Benjamin Franklin was known for his virtues. He was a strong, virtuous man which became his identity and the thing that he is most remembered for. He was a great journalist, one of the best back in his time.

One day, a wealthy person came to get an article published in Sir Benjamin's Journal. The article however did not match the moral values and virtues that Sir Benjamin had for

himself. The article violated the core values of Sir Benjamin. At this point Sir Benjamin had to decide whether he should print the article that would destroy his values in exchange for money or not? Would it be right and worth to print such an article that would hamper his public image but at the same time lavish him with riches? That was a tough decision for him to make. Because his heart was telling him to keep his virtues high but his mind was telling that virtues can be sacrificed for materialistic lavish and riches.

He was in ambivalence. To decide whether he should make that decision from his heart or mind he did an experiment that night. After his work, he went to a bakery and bought a dry bread. He sat on the wooden floor of his house and decided to sleep on the cold floor with only bread in his stomach. At that time the floors were not as good as ours. It

was winters that time, in Philadelphia. He ate the simple bread and went to sleep on the cold hard floor with only a jacket as his blanket. The next day when he woke up he realized something –

That if he can do just fine with eating only bread and using a jacket as his blanket in the chilling nights of Philadelphia, then he better not sacrifice his integrity for money.

There is a big lesson here. He attended his soul. He took the decision from his heart. He knew that when it comes to original self the decision is always to be taken by heart and he wasn't wrong. If on that day, he would have used his mind to make that decision than maybe today we would have not known who Benjamin Franklin is!

Following your heart when it comes to taking decision for original self always turns out to be most accurate method.

Follow your heart, what does it feel; listen to it when you have to make a decision for your original self.

Once a real estate investor was stuck on making a deal. The building was not in a very good condition and didn't even seem to be on a so called popular street. It didn't even show any signs of hope for a good investment in future but still his heart said that it would be a good deal. What does he do? Listen to his heart or the data and logic? Data said if you invest in that building you'd lose your money. It would be stupid to invest in such a property. But his heart said, it would be a great deal. The heart doesn't explain; it only feels right.

He listened to his heart and invested his "good enough fortune" in that building and soon that building generated 3 times the revenue of what he had invested. Boom!!

How did that happen? The heart was right. The mind would have not been the greatest choice here because it was the question of profession, money, acquisition, and properties which are all matters related to

original self. The name of the investor is Donald Trump.

Heart always wins when it comes to anything that is your original.

So remember this, everything that is primarily acquired and biologically yours, take decisions from heart. For anything that is your acquisition, take decisions from your heart.

Here is a small exercise for you to solve, answer these questions:

1. If it's the question of self-respect and integrity, will you listen to your heart or mind?
2. If someone is abusing you physically or emotionally and you are confused whether to stand up against it or not, what do you do? Your heart says YES STAND UP! And mind says NO, how could you? It will ruin the relationship! What will be your decision?
3. Your heart says that you should pursue your career in music, but people and your mind say that you should go for technology. What do you do? Listen to your heart or logic?
4. Your mind says it's wrong to get angry when someone violates your virtues and that it is okay to compromise your morals with people's disrespect because people are more important than yourself but your hearts says that you must raise your voice. What would you do?
5. Your mind says do drugs, but your hearts say no.

What do you do? It's the question of your health, which is originally yours.

If your answers to above questions is "I will choose what my heart says" then congratulate yourself.

Now you know when and where, in what situations you have to follow your heart. For anything that is not your own original part, don't make decisions according to your heart.

Do you agree to what you have learned till now? How will you use this law from now on?

Can you already start to imagine all the daily life situations where you will be making a decision from your heart?

Important note: How do you differentiate if it is your heart or your mind that is speaking to you in a situation?

Here is a checklist...

- Mind explains, Heart does not.
- Heart Feels, Mind does not.

See if you are thinking or feeling. *All the decisions from your heart will feel right but would lack explanation.*



## **Chapter 2: Listen to your mind when it comes to your secondary self.**

There are two parts of life i.e. you and everything else that is not you. We will address the category of things that are not you as your “secondary self”. So all the things that are your immediate extensions and completely unrelated both fall under your secondary self.

Here is the list of everything that is your secondary self:

1. Any individual, be it your children, wife, parents, family, friends, neighbours or strangers is your secondary self.
2. Any physical body other than yourself or your physically acquired bodies (property/cash/cars/things) is your secondary self.
3. Any rules, laws, code of conduct, ethics, morals, judgments, perspectives, beliefs, systems, standards, qualifications ideas, thoughts, practices, philosophies or orders are secondary self if they are given to you by someone else (World).
4. Relationships are your secondary self, doesn't matter if it is intimate, personal or professional.

Basically everything outside the boundaries of your body and your acquisition, and that which is not originally produced by your mind is secondary self.

Use your mind or logic when it comes to all the things that are your secondary self.

At this point you might have already got a jest of what I am about to tell you. It's all the opposite of what you learned in the “use your heart” section.

Animals don't use much logic because they don't have this beautiful gift. They have nothing where logic can be used. Whereas we have socialized our lives using our logic and intelligence, so anything other than our “animalistic nature” requires a foundation of logical reasoning.

When we extend our original self into secondary self with logic we must use only our mind to take decisions. We must be analytical and calculative when addressing the matters of secondary self.

The other very big reason to follow your mind in social settings or secondary self-matters is because it controls our emotions

that cannot always be expressed freely in society. It helps you to master your emotions like a Dalai Lama.

We have full right to express our emotions for matters concerned with original self just like a lion. But as we have socialized we do not want wild and uncontrollable lions (human

being) roaming around in the streets. Would you want to be a husband who is no less than the wild impulsive lion? I don't think so because it is socially embarrassing.

In society we have to take other people's interest in our hands as well. You have to care for your family, the law and the stranger who is hungry from days. That's what differentiates us from animals in one way.

If you use your heart in social settings or in matters related to secondary self, you will be dead in no time.

You'll make a fool of yourself and won't do anything great in your life.

For example, when a tiger sees a prey (zebra) it would sprint with rage and dig its pointed teeth in the neck, and tear the zebra ruthlessly into pieces. That's an animal act and so it required the tiger's heart.

We cannot judge any animal's act as good or bad. It is irrelevant and stupid to do so.

Now replace that tiger with yourself.

You go to a party; you see your enemy eye balling you, your heart rages with anger and wild feelings. You want to kill that retard. You are pumped up and feel all the animal blood boil in you.

Wait..

If you follow your instinct and run after that moron to kill him; it would be a mistake. No, no, you cannot follow your heart in this situation because it's something outside your original self. It is about a complete different human being!

Use your mind now, or later find yourself behind the bars for following you heart.

I am sure that you now known when to follow your heart and when your mind, because it makes sense.

One day I was watching a television episode, (you will be able to guess the name of the show after you read the story) let me read it out to you, it goes like this...

There was a man who fell in love with his brother's wife. Damn, probably not the very best person to fall in love with I guess. He is crazy in love with her sister-in-law.

So in this situation what does he do?

Should he listen to his heart and go after her because he is madly in love with her?

Or should he command his heart to shut up! And follow his mind.

You know that answer if you have understood this law. You might think what is wrong with this person? Is he out of his mind? It's her sister in law! He must be insane. He should better use his mind in this situation"

If in this situation, he follows his heart and behaves like a Romeo – TRAGEDY!!!! Uh-uh... not the best decision.

Because this situation is the matter of secondary self it would be wise of him to use his logic/mind and get out of that situation as fast as possible. (Can you guess the name of the serial?)

When it comes to any matter of religion, same thing applies use your mind.

For society, systems, friendships, relationships, and everything that is not originally yours, follow your mind.

The context of the situation doesn't matter if you are able to classify the situation as "Original Self" or "Secondary Self." Once you do it, your actions will always be wise.

Before I leave you with this guide I have a small assignment for you.

Pull out a sheet of paper and try to classify various situations in your life under the two heads i.e. Original Self and Secondary Self.

After that look at the list and realize if you should use your heart or mind.

Once you get the awareness and clarity, you will become unstoppable. You will never again struggle between heart and mind.

Problem of Heart Vs Mind is now solved permanently.

Next time you find yourself struggling between the two just classify the situation in one of the two heads (Original/Secondary Self) and you will be good to go. Now this does not mean that you will always correctly classify the situation under the perfect head. It requires some time and deeper understanding. This is where your intelligence and experience comes in.

Go now, apply this law and see better results for yourself.

Checkout complete library of free books, online courses, badass newsletters, guides & everything here: <https://www.mypicgrowth.com>

